



TO: Michael Shifman
Purchase Bureau

June 21, 2002

FROM: Betty Scarlata
OIT Contract Services

RE: Dell Volume Quotes

In an update to my memorandum to you of May 8, 2002, Dell has updated their offering of desktop systems with the addition of the Optiplex GX260 and their laptop systems with the substitution of the Latitude C510 for the Latitude C400.

The quoted prices from Dell of all the systems are as follows:

<u>Dell Model</u>	<u>Volume Price</u>	<u>Volume Reduction</u>
Optiplex GX240 1.6 GHz	\$780	\$272
Optiplex GX260 1.8GHz	\$999	\$111
Latitude C510	\$1499	\$294
Latitude C610	\$1649	\$239
Latitude C840	\$1849	\$133

Based on the above, I recommend an award to Dell Marketing for the Dell PCs.

Agencies ordering from Dell should refer to the following order codes:

<u>Dell Model</u>	<u>Order #</u>
Optiplex GX240 1.6 GHz	83131701
Optiplex GX260 1.8GHz	82445145
Latitude C510	82606063
Latitude C610	82603569
Latitude C840	82595950

I will prepare an addendum to the mini/micro/workstation contract based on the above information.

If you have any questions, please give me a call.

CC - Peter Roselli, OMB
George Hulse



State of New Jersey
Volume Purchase Pricing Addendum
Promos Expire 8/31/02

Dell® Latitude® Notebooks

- Intel® Celeron® 1.06 GHz-M Processor (C510)
- Intel® Pentium® III 1.00 GHz-M Processor (C610)
- Intel® Pentium® 4 1.40 GHz-M Processor (C840)
- Microsoft® Windows® 2000 Operating System SP2, CD, NTFS
- 128MB SDRAM 133MHz Memory (C510/C610)
- 128MB DDR SDRAM 266 MHz Memory (C840)
- 20GB Ultra ATA Hard Drive
- 14.1" XGA Active Matrix TFT (C510/C610)
- 15" SXGA+ or UXGA Active matrix (TFT) display (C840)
- Integrated 2-speakers with Sound Blaster Emulation
- Integrated ATI Mobility RADEON 128-bit with 16MB 4x AGP (C510/C610)
- NVIDIA GeForce4 440 Go 128-bit 4X AGP with 32MB DDR VRAM (C840)
- Integrated 3 Com 10/100 Ethernet LAN
- Integrated 56K v. 92 capable modem
- 24X* CD-ROM and 3.5" Floppy included
- Ports: 1 each Parallel, Serial, Video, P/S 2, Infrared, Audio (In & Out), USB (2 USB- C840)
- 2 PCMCIA Card Slots
- Mini-PCI slot
- Smart Li-Ion Battery with Express Charge™ technology
- Dell Dual Point pointing solution; Touch pad and Track stick
- Dell 3yr Warranty: 3 years NBD On-site^Ω
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	State Contract	VPA
Latitude C510 Quote #82606063	\$1793	\$1499
Latitude C610 Quote #82603569	\$1888	\$1649
Latitude C840 Quote #82595950	\$1982	\$1849

Prices and specifications are valid only in the U.S. and are subject to change without notice. ^Ω Battery performance features such as charge time and life span can vary according to the conditions under which the computer and battery are used. Service may be provided by third-party. Technician will be dispatched if necessary following phone-based troubleshooting. To receive next business day service, Dell must notify the service provider before 5pm (depending on service contract) customer time. Availability varies. ⁶ For a complete copy of our Guarantees or Limited Warranties, please write Dell, USA, L.P., One Dell Way, Round Rock, TX 78682. +Download speeds limited to 53 Kbps. Upload speeds are less (in the 30 Kbps range) and vary by modem manufacturer. Speeds also vary depending on line conditions. Analog phone line and compatible server equipment required. For hard drives, GB means 1 billion bytes; total accessible capacity varies depending on operating environment. Dell, Latitude and the Dell Logo are registered trademarks and ExpressCharge is a trademark of Dell Computer Corporation. Intel and Pentium are registered trademarks of Intel Corporation. Microsoft, MS, and Windows 2000 are registered trademarks of Microsoft Corporation. Other trademarks and trade names are the property of their respective owners. © 2002 Dell Computer Corporation. All rights reserved.



OptiPlex GX240 1.6 GHz

Midnight grey chassis
Intel Pentium 4 processor w/ 845 chipset
256K advanced transfer cache
Integrated 3COM Etherlink 10/100 NIC w/ACPI and Remote Wake-up
128MB Non-ECC SDRAM PC133
20GB EIDE Hard Drive¹
17" Dell M782 (16" viewable) monitor
48X Variable speed EIDE CD-ROM/Desktop & Tower Chassis
24X Variable speed EIDE CD-ROM/Small Form Factor Chassis
16MB 4X AGP ATI Rage Ultra 128 video card
Integrated AC97 sound
Microsoft Windows 2000, SP2
Quietkey PS/2 Keyboard, Intellimouse PS/2 Mouse, Mouse Pad
3-Year Next-Business-Day On-Site Service²
Q# 83131701 - Small Desktop Chassis- VPA \$780 State Contract \$1052
Add CFI Image (min. 25 units) - \$60/unit

OptiPlex GX260 1.8Ghz

Midnight grey chassis
Intel Pentium 4 processor w/ 845G chipset
256K or 512K advanced transfer cache
Integrated Intel Gigabit Ethernet 10/100/1000 LOM w/ASF and Remote Wake-up
128MB DDR SDRAM 266
20GB EIDE Hard Drive¹
17" Dell M782 (16" viewable) monitor
48X Variable speed EIDE CD-ROM/Desktop & Tower Chassis
24X Variable speed EIDE CD-ROM/Small Form Factor Chassis
16MB 4X AGP ATI Rage Ultra 128 video card
Integrated AC97 sound
Microsoft Windows 2000, SP2
PS/2 Entry Level Keyboard, Dell 2-button PS/2 Mouse, Mouse Pad
3-Year Next-Business-Day On-Site Service²
Q# 82445145 - Small Desktop Chassis- VPA \$999 State Contract \$1110
Add CFI Image (min. 25 units) - \$60/unit

(1) For hard drives, GB means 1 billion bytes; total accessible capacity varies depending on operating environment. (2) On-Site service may be provided pursuant to a service contract with a third party provider and may not be available in certain areas. Technician will be dispatched if necessary following phone-based troubleshooting. Dell and OptiPlex are registered trademarks of Dell Computer Corporation. Intel and Pentium are registered trademarks and Celeron is a trademark of the Intel Corporation. Microsoft, Intellimouse and Windows are registered trademarks of Microsoft Corporation. 3COM is a registered trademark of 3COM Corporation. Rage is a trademark of ATI Technologies Inc. Logitech is a registered trademark of Logitech. Dell disclaims proprietary interest in the marks and names of others. Copyright 1999 Dell Computer Corporation. All rights reserved. Prices and specifications are valid only in the U.S. and are subject to change without notice.



State of New Jersey
Volume Purchase Pricing Upgrades
Optiplex GX240

Processor

1.6 GHZ P4	standard
1.7 GHZ P4	\$25
1.8 GHZ P4	\$65
1.9 GHZ P4	\$120
2.0 GHZ P4	\$210
2.2 GHZ P4	\$370
2.4 GHZ P4	\$575

Memory

128MB 1DIMM NonECC PC133 SDRAM	standard
192MB 2DIMM NonECC PC133 SDRAM	\$30
256MB 1DIMM NonECC PC133 SDRAM	\$57
384MB 2DIMM NonECC PC133 SDRAM	\$90
512MB 1DIMM NonECC PC133 SDRAM	\$120
640MB 2DIMM NonECC PC133 SDRAM	\$170
768MB 2DIMM NonECC PC133 SDRAM	\$195
1.0GB 2DIMM NonECC PC133 SDRAM	\$245
128MB 1DIMM ECC PC133 SDRAM	no charge
256MB 1DIMM ECC PC133 SDRAM	\$70
384MB 2DIMM ECC PC133 SDRAM	\$105
512MB 1DIMM ECC PC133 SDRAM	\$145
640MB 2DIMM ECC PC133 SDRAM	\$190
768MB 2DIMM ECC PC133 SDRAM	\$210
1.0GB 2DIMM ECC PC133 SDRAM	\$260

Keyboard / Mouse / Mouse Pad

GRAY DELL QUIET PS/2, 3 HOTKEY	standard
GRAY DELL PERF USB 7 HOTKEY	\$20
DELL USB PERF, FOR WXP, 7 HOTKEY	\$20
GRAY DELL SMART CARD USB	\$40
LOGITECH USB OPTICAL 2 BUTTON MOUSE	\$25
BLUE MOUSE PAD w/ DELL LOGO	standard

Monitors

17 Dell M782, Flat Screen CRT	standard
17 Dell E771MM w/Speakers	no charge
17 Gray P793, 16.0 VIS	\$40
19 Gray M991,18.0 VIS	\$40
19 Gray P992,18.0 VIS	\$165
21 Gray P1130,19.8 VIS	\$385
15 Dell E151FP Flat Panel	\$180
15 1503FP Gray Flat Panel	\$220
17 1702FP Gray Flat Panel	\$470
19 9 Dell 1900FP Flat Panel	\$885

Video Memory

16MB ATI Rage Ultra 128	standard
32MB ATI Rage Ultra 128	\$40
32MB ATI Radeon w/VGA cable	\$65
32MB ATI Radeon w/DVI cable	\$80

Hard Drives

20GB,EIDE, 7200RPM	standard
40GB, EIDE, 7200RPM	\$45
80GB, EIDE, 7200RPM	\$90

Operating System (Must be specified on Purchase Order)

Windows 2000, SP2, CD (FAT 32 or NTFS)	standard
Windows XP Pro, CD (FAT 32 or NTFS)	no charge

Network Adapter

IBM PCI TRING WOL ACPI NIC	\$155
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Modem

Dell 56K V.90 PCI D/F	\$40
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DVD's &CDRW's

48X CD-ROM	standard
24X CDRW	\$70
40X CDRW	\$90
16X DVD	\$50
8X CDRW/DVD Combo Drive	\$120

Sound Card

Sound Blaster Live	\$45
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Speakers

HK-206 Speakers in Gray	\$30
HK-39.5 Speakers w/Sub in Gray	\$40
Integrated speaker	\$5

2nd Hard Drives -(Tower Chassis Only)

20GB,EIDE, 7200RPM	\$105
40GB, EIDE, 7200RPM	\$120
80GB, EIDE, 7200RPM	\$160

Zip Drive (replaces FD in SD chassis)

Zip 250	\$80
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Service

3 Year Next Business Day On-Site Service	standard
Upgrade to 3 Year Next Business Day On-Site Service 4hour 5x10*	\$159
Upgrade to 3 Year Next Business Day On-Site Service 4hour 7x24*	\$199
Upgrade to 4 Year Next Business Day On-Site Service	\$150
Gold Technical Support	\$59

Other

Norton Anti Virus (includes \$15 RW fee)(not available w/ Win XP)	\$50
Small Form Factor Chassis	\$20
Small Mini Tower Chassis	\$20
Chassis Stand (for SD chassis)	\$10
Zip 250 2-pk (w/ Z250 drive)	\$30
Zip 250 4-pk (w/ Z250 drive)	\$65
Energy Star Label	no charge



State of New Jersey
Volume Purchase Pricing Upgrades
Optiplex GX260

<u>Processor</u>				<u>Hard Drives</u>	
1.8 GHZ P4	standard			20GB,EIDE, 7200RPM	standard
1.9 GHZ P4		\$70		40GB, EIDE, 7200RPM	\$45
2.0 GHZ P4		\$170		80GB, EIDE, 7200RPM	\$90
2.26 GHZ P4		\$330		<u>Operating System (Must be specified on Purchase Order)</u>	
2.40 GHZ P4		\$540		Windows 2000, SP2, CD (FAT 32 or NTFS)	standard
2.53 GHZ P4		\$700		Windows XP Pro, CD (FAT 32 or NTFS)	no charge
<u>Memory</u>				<u>Network Adapter</u>	
128MB 1DIMM NonECC 266MHz DDR	standard			3COM PCI 10/100	\$40
256MB 1DIMM NonECC 266MHz DDR		\$80		IBM PCI TRING WOL ACPI NIC	\$155
384MB 2DIMM NonECC 266MHz DDR		\$150		<u>Modem</u>	
512MB 1DIMM NonECC 266MHz DDR		\$210		Dell 56K V.92 PCI D/F	\$40
640MB 2DIMM NONECC 266MHz DDR		\$285		<u>DVD's & CDRW's</u>	
768MB 2DIMM NONECC 266MHz DDR		\$325		48X CD-ROM	standard
1.0GB 2DIMM NONECC 266MHz DDR		\$450		24X CDRW	\$70
<u>Keyboard / Mouse / Mouse Pad</u>				40X CDRW	\$90
GRAY DELL PS/2 ENTRY LEVEL	standard			16X DVD	\$50
GRAY DELL PERF USB 7 HOTKEY		\$20		32X CDRW/DVD Combo Drive	\$120
DELL USB PERF, FOR WXP, 7 HOTKEY		\$20		<u>Sound Card</u>	
GRAY DELL SMART CARD USB		\$40		Sound Blaster Live	\$45
MS PS/2 INTELLIMOUSE		\$25		<u>Speakers</u>	
LOGITECH USB OPTICAL 2 BUTTON MOUSE		\$25		HK-206 Speakers in Gray	\$30
BLUE MOUSE PAD w/ DELL LOGO	standard			HK-39.5 Speakers w/Sub in Gray	\$40
<u>Monitors</u>				Integrated speaker	\$5
17 Dell M782, Flat Screen CRT	standard			<u>2nd Hard Drives</u>	
17 Dell E771MM,16.0 w/Speakers	no charge			20GB EIDE 7200 RPM	\$105
19 Gray M991,18.0 VIS		\$40		40GB EIDE 7200 RPM	\$120
19 Gray P992,18.0 VIS		\$165		80GB EIDE 7200 RPM	\$160
21 Gray P1130,19.8 VIS		\$385		<u>Zip Drive (replaces FD in SD chassis)</u>	
15 Dell E151FP Flat Panel		\$180		Zip 250	\$80
15 1503FP Gray Flat Panel		\$220		<u>Service</u>	
17 1702FP Gray Flat Panel		\$470		3 Year Next Business Day On-Site Service	standard
19 9 Dell 1900FP Flat Panel		\$885		Upgrade to 3 Year Next Business Day On-Site Service 4hour 5x10*	\$159
<u>Video Memory</u>				Upgrade to 3 Year Next Business Day On-Site Service 4hour 7x24*	\$199
DVI Adapter Card		\$20		Upgrade to 4 Year Next Business Day On-Site Service	\$150
32MB ATI Radeon 7500		\$65		Gold Technical Support	\$59
32MB ATI Radeon w/VGA cable		\$65		<u>Other</u>	
32MB ATI Radeon w/DVI cable		\$80		Norton Anti Virus (includes \$15 RW fee)(not available w/ Win XP)	\$50
				Small Form Factor Chassis	\$20
				Small Mini Tower Chassis	\$20
				Chassis Stand (for SD chassis)	\$10
				Zip 250 2-pk (w/ Z250 drive)	\$30
				Zip 250 4-pk (w/ Z250 drive)	\$65
				Energy Star Label	no charge
				Serial Port Adapter	\$20



State of New Jersey
Volume Purchase Pricing Upgrades
Latitude C-Series

<u>Processor</u>	
1.06 GHZ Celeron (C510)	standard
1.0 GHZ P3 (C610)	standard
1.2 GHZ P3 (C610)	\$130
1.6 GHZ P4 (C840)	standard
1.8 GHZ P4 (C840)	\$140

<u>Hard Drives</u>	
20GB	standard
30GB	\$89
40GB	\$179
60GB (C840 only)	\$400
2nd 20GB HD	\$180

<u>Keyboard / Mouse / Mouse Pad</u>	
GRAY DELL QUIETKEY KB PS/2, 3 HOTKEY	\$25
GRAY DELL QUIETKEY KB PS/2, NO HOTKEYS	\$25
GRAY MS PS/2 or USB 2B INTELLIMOUSE	\$15
GRAY LOGITECH USB OPTICAL MOUSE	\$19
GRAY MS USB 4B OPTICAL MOUSE	\$35

<u>Memory</u>	
128MB 1 DIMM	standard
256MB 2 DIMMS	\$45
256MB 1 DIMM	\$60
512MB 2 DIMMS	\$150
512MB 1 DIMM (C610/C840 only)	\$225
768MB 2 DIMMS (C610 only)	\$360
1GB 2 DIMMS (C610/C840 only)	\$585

<u>Operating System (Must be specified on Purchase Order)</u>	
Windows 2000, SP2, CD (FAT 32 or NTFS)	standard
Windows XP Pro, CD (FAT 32 or NTFS)	no charge

<u>DVD's & CDRW's</u>	
24X CD-ROM	standard
8X DVD	\$152
24X CDRW	\$233
8X CDRW/DVD Combo Drive	\$269

<u>Video Memory</u>	
32MB DDR NVIDIA (C840 only)	standard
64MB DDR NVIDIA (C840 only)	\$89

<u>Modem</u>	
Integrated Modem	standard
Xircom RealPort LAN/MDM Combo (C510/C610 only)	\$206

<u>Monitors</u>	
17 Dell E771P, 16.0 VIS	\$180
17 Dell M782, Flat Screen CRT	\$200
17 Gray P793, 16.0 VIS	\$250
19 Gray M991, 18.0 VIS	\$250
19 Gray P992, 18.0 VIS	\$386
21 Gray P1130, 19.8 VIS	\$629

<u>Network Adapter</u>	
Integrated NIC	standard
TM1150 WIRELESS CARD	\$100

<u>Speakers</u>	
HK-206 Speakers in Gray	\$25

<u>Service</u>	
3 Year Next Business Day On-Site Service	standard
3 Year Next Business Day On-Site Service + Complete Care	\$99
Gold Technical Support	\$69

<u>Other</u>	
Nylon Carrying Case	\$40
Deluxe Nylon Carrying Case	\$70
Leather Carrying Case	\$89
Spare Battery	\$100

<u>Zip Drive</u>	
Zip 250	\$250
Zip 250 2-pk (w/ Z250 drive)	\$35
Zip 250 4-pk (w/ Z250 drive)	\$70

<u>Docking</u>	
C/Port 2 Port Replicator	\$230
C/Dock 2 Expansion Station	\$460